



CASE STUDY

MOS COMMITMENT TO PARTNERSHIP

Count on us:

TRIVALENT GROUP

With MOS, Trivalent Group upgraded their print technology to industry leading Xerox equipment, while saving up to 20% per month on their costs over their previous vendors.

The Customer

Trivalent Group, headquartered in Grand Rapids, MI, supports more than 600 businesses and organizations with their technology infrastructure. It is a trust that is hard-earned through a relentless dedication of Trivalent employees putting their client's missions first and foremost at the center of their business.

With technology at the heart of their business, Trivalent Group knew that they needed a print services partner that was a leader in the industry. MOS became the obvious choice for this partnership.



The Challenge

Trivalent Group was searching for a local technology partner to provide new and upgraded technology for printing, copying, scanning, and faxing to achieve higher employee productivity through superior service and support. They also needed to meet ever changing demands of employees and customers all while striving to keep costs under control. Trivalent Group looked to MOS to understand total cost of ownership of their document environment and provide solutions that would meet their business objectives and be a single source provider.

The Solution

MOS presented Trivalent Group with a complete solution, standardizing the management of 18 assets in three locations across the state. The MOS solution eliminates the burden of time spent servicing and ordering supplies. The MOS solution also provides a single source local contact for all of Trivalent Group's printing, copying, scanning, and faxing needs.

The Results

MOS provides growth support with optimized utilization and regular account reviews to monitor fluctuations in printing volumes by location, discussing long term strategy and goals. Trivalent Group counts on MOS to provide the right solutions and superior service and support, allowing Trivalent Group to focus on helping their customers be successful.

WHAT THEY'RE SAYING:

"MOS led us through consolidation of our printing/copying needs. This has increased our efficiency while lowering our overall costs. We are highly satisfied with our partnership."

-John Greko, Vice President of Finance

Trivalent Group





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